

# HOW TO SELL JD NEUHAUS:

## Food & Ag Processing:

Wash Down Equipment

FDA Food Handling

Grain Silo Maintenance

Biodiesel / Ethanol Production

Clean Room Applications



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# COMMON APPLICATIONS:

- Food Processing / Manufacturing
  - Including meat, vegetable, dairy, and grain products.
- Handling Pump Sprayers for Tank and Machine Cleaning
- Cleaning of Raw or Finished Product
- Machinery Maintenance
- Bulk Material Handling



## POINTS OF CONTACT:

- Plant Manager, Process Engineers, Maintenance Manager, Quality Control Department, Safety Department.

## THEIR CHALLENGES:

- Achieving 99%+ line productivity (100% dependable hoists).
- Product quality, contamination issues.
- Low skill set operators, ease of use.
- Operator safety, controlled lifting, safety hooks and attachments.
- Harsh environments, temperature, moisture, oil-free areas.
- Uniform equipment, availability of spare parts and service.



# OUR SOLUTIONS:

- Equipment is tailor made for individual customer requirements.
- Patented lube-free motor design for oil-less operation.
- Sealed motor, gearbox, and controls suitable for wash down.
- Zero contamination.
- 100% duty cycle for continuous operation.
- Extreme low maintenance, factory spare parts inventory support.
- Ergonomic control and hook options.
- Stainless steel chain, hook, and hardware upgrades.
- Bare aluminum, FDA epoxy, and FDA powder coat finishes.
- Food grade grease, chain lubricant.



# QUESTIONS TO ASK:

- What are your biggest challenges, pains?
- How are you currently doing your material handling?
- What is your up-time requirement, are you meeting these?
- Benefits to reaching 95-99% up-time?
- How often do the current hoists go down, impact?
- Has safety been a challenge? Operator safety, product damage?
- How often are you inspected, any recurring problems?
- Do you have an internal maintenance department?
- Maintenance personnel, inventory, skill set, total costs?



# JDN SAMPLE IMAGES:



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